

Message Text

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PAGE 01 BERN 00420 261330Z
ACTION EUR-12

INFO OCT-01 ISO-00 CCO-00 PASO-00 EB-08 /021 W
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TO SECSTATE WASHDC PRIORITY 5649
INFO USDOC WASHDC

UNCLAS BERN 420

EO 11652: NA
TAGS: BTIO SZ
SUBJ: FBP: SOUTHEASTERN AIRCOND HEATING AND REFRIGERATING
EXPOSITION, ATLANTA, GA 1/30-2/1/78

TO: MR VINCENT MCDONNELL
MRG. INTL. EXPOSITION CO.
200 PARK AVENUE
NEW YORK, NY 10017
PHONE: (212) 986-4232

1. MESSRS. ERNST H. FURRER AND WERNER FURRER, OWNERS OF
E H FURRER AG, 8108 DAELLIKON, SWITZERLAND, HAVE INFORMED
THIS EMBASSY THAT THEY WILL ATTEND THE SOUTHEASTERN AIRCOND
HEATING AND REFRIGERATING EXPOSITION, ATLANTA, GA FROM
MONDAY, JANUARY 30 THROUGH FEBRUARY 1, 1978 FOR THE PURPOSE
OF BUYING LARGE QUANTITIES OF COMPONENTS SUCH AS AUTOMATIC
CONTROLS FOR PRESSURE AND TEMPERATURE, VALVES, COMPRESSORS
AND CONDENSORS AS WELL AS COMPACT COOLING UNITS FOR USE IN
ELECTRONIC EQUIPMENT CABINETS. THEY ALSO WISH TO ESTABLISH
CONTACT WITH MANUFACTURERS WHO WOULD BE WILLING TO COOPERATE
IN THE FORM OF A REPRESENTATION, EVENTUALLY LICENSING.

2. FURRER IS HIGHLY SPECIALIZED, SMALL, BUT VERY
SUCCESSFUL AND FINANCIALLY SOUND COMPANY IN THERMAL
STABILIZATION OF INDUSTRIAL MACHINERY AND ENERGY
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RECYCLING. EXPORTS TO MOST COUNTRIES OF THE WORLD.
HAS ORDER BACKLOG FOR OVER ONE YEAR FOR OVER 200
SYSTEMS. REPUTATION ABOVE REPROACH. BANK REF: SWISS
BANK CORP., 8000 ZURICH, SWITZERLAND.

3. WE WOULD APPRECIATE YOUR INFORMING POTENTIALLY
INTERESTED EXHIBITORS ABOUT THE VISIT OF THESE TWO VERY

IMPORTANT BUYERS. ANY ASSISTANCE WHICH MAY BE GIVEN
TO MESSRS. FURRER WOULD BE APPRECIATED. THANK YOU. KURT F.
GROSS, COMMERCIAL ATTACHE.

AMERICAN EMBASSY,
BERN, SWITZERLAND.
WARNER

NOTE BY OC/T: PASSED NEW YORK, N.Y.

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NNN

Message Attributes

Automatic Decaptioning: X
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Disposition Event:
Disposition History: n/a
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TAGS: BTIO, SZ
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